



# ***GSA Schedules Program***

**Neal I. Fox**

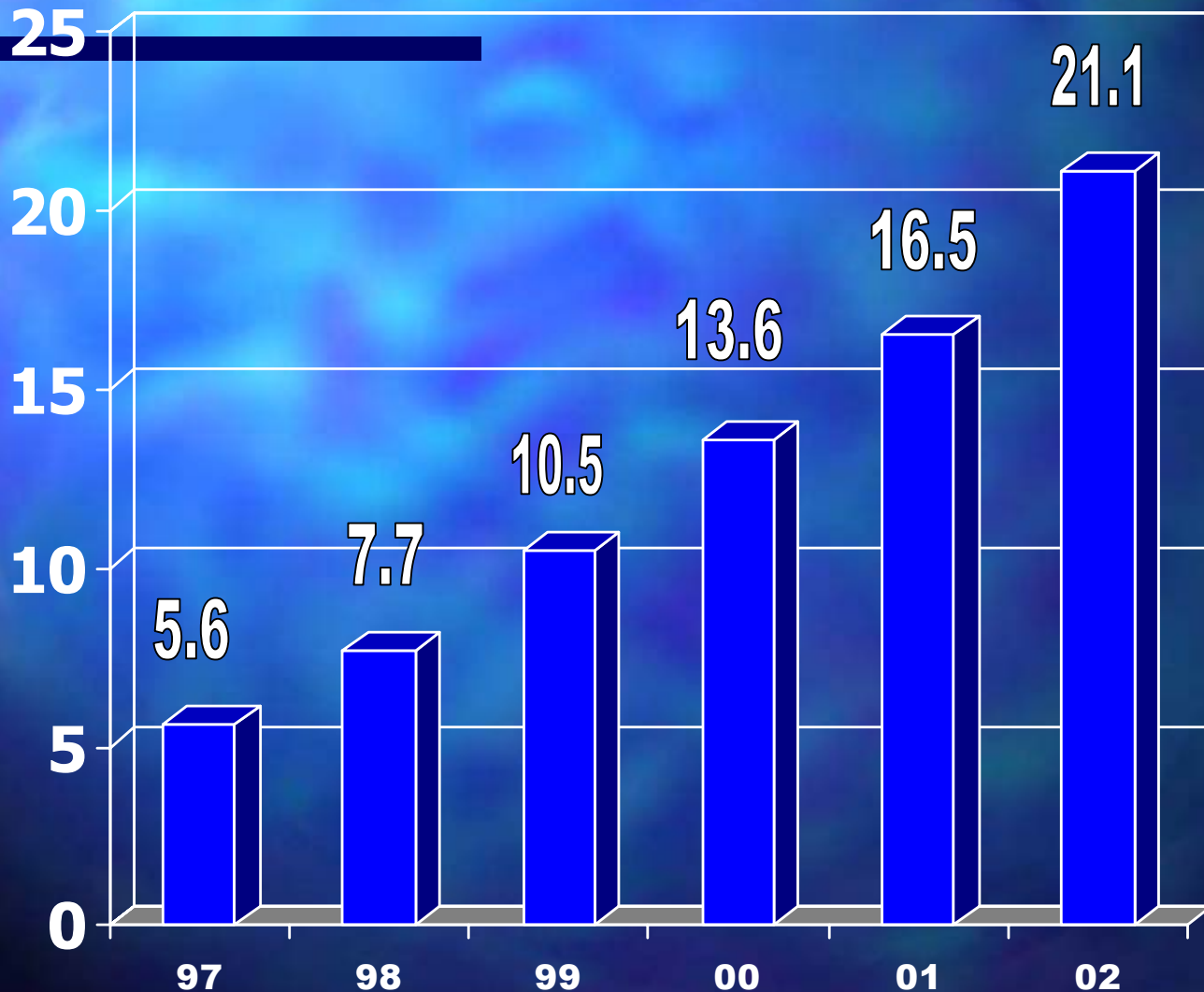
**Assistant Commissioner for Acquisition  
Federal Supply Service**

# Overview

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- *SCHEDULES PROGRAM: STATUS*
- *FACILITIES MAINTENANCE*
- *CURRENT ISSUES*
- *GSA FORECAST*

# *Schedules Sales (\$B)*



■ **Billions**

Based on 72A  
Schedule Sales

# ***FY01/02 BIG GAINERS***

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<b>Category</b>	<b>FY01</b>	<b>FY02</b>	<b>%</b>
IT Products & Svcs	11.8B	13B	+10%
Professional Services	.8B	1.3B	+38%
Management Services	1.1B	1.85B	+40%



# Facilities Maintenance

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- Good Prospects – Customer Base Growing
  - Increased Use of GSA Schedules
- Federal Outsourcing Increasing
  - Military, Other Federal Agencies Shrinking
- Small Business Opportunities

# ***FSS/FTS RE-ALIGNMENT***

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- **FSS/FTS Partnership: One Face to Customer**
  - **Affects Contracting, Sales, Marketing**
- **FSS Now Does All IT Contracting**
  - **Schedules and IT GWACs**
- **FSS Does Marketing for Both Services**
- **FTS Does IT Sales; May Add Services Sales**
- **Result: Better Customer Service**

# ***GSA BUDGET ENVIRONMENT***

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- GSA Schedules Highly Successful
  - Enables Fee Reduction to .75% Jan 04
- Federal Budgets Growing Slightly
- State & Local IT Sales Adds Opportunity

# *REGULATORY ENVIRONMENT UPDATE*

- **Section 803: Competition in Services Contracting (DoD); Orders \$100K+**
  - **Response: eBuy – A Bulletproof Method**
- **Un-Bundling Contracts**
  - **eBuy & Schedules Promote Un-Bundling**
- **Small Business Re-Certification**
- **Cooperative Purchasing**
  - **State & Local IT Sales**



# *COOPERATIVE PURCHASING*

- **eGov Act of 2002:**

- Authorized GSA Sales of IT Products and Services to State and Local Govts**

- **Program Sales Start May 2003**

- **Information Technology Products and Services ONLY (No Other GSA Products)**

- **From Computers to Complex Services.....**

# *PROCESS IMPROVEMENT*

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- **Fertile Ground for Improvement**
- **Contracting: Many Improvements**
  - **Create eOffers for Reformed Process**
- **Mods: Reduce Mod Rqmts, then eMods**
- **Advantage! Search Capability Improvements**

# *PARTNERSHIP*

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- **GSA Schedules are a Partnership**
- **GSA + Vendor Partners → Customers**
- **8,000 Partners and Growing**
- **Expanding Opportunities**
- **Promoting Better Partnerships**
  - **Responding to Need for Process Improvements**

## *GSA Forecast*

- **Continued Market Share Growth**
- **Fill In Schedules (R-6 Facilities Maintenance, Expand Others)**
- **More Reforms!**
- **Construction?**



# Questions?

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